



Resident County of Purchaser and Source of Sales

4th Quarter 2019



| County Name | 2019 | | | | | | | | | | | | 2018 | | 2018 & 2019 Comparison | | | | | | | |
|-------------------------|------------|---------------------|------------|---------------------|-------------|---------------------|--------------------|--------------------|--------------|---------------------|-------------|---------------------|------------|-------------------|------------------------|----------------------|--------------------|----------------------|------------|---------------|---------------------|---------------|
| | New Dealer | | New Import | | Used Dealer | | Used Dealer Import | | Used Private | | Used Import | | In-Migrant | 4th Quarter Total | 4th Quarter Total | | 4th Quarter Change | | | | | |
| | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | % Change | \$ | %Change | | |
| Ciallam | 6 | \$285,649 | 1 | \$49,700 | 7 | \$350,795 | 3 | \$139,988 | 50 | \$229,500 | 24 | \$69,366 | 1 | \$0 | 92 | \$1,124,998 | 78 | \$1,281,812 | 14 | 17.9% | -\$156,815 | -12.2% |
| Clark | 6 | \$373,635 | 18 | \$1,624,607 | 9 | \$127,681 | 5 | \$58,134 | 104 | \$839,036 | 86 | \$1,063,662 | 8 | \$0 | 236 | \$4,086,755 | 235 | \$4,548,317 | 1 | 0.4% | -\$461,562 | -10.1% |
| Cowlitz | 0 | \$0 | 6 | \$161,072 | 4 | \$86,634 | 1 | \$3,000 | 54 | \$320,885 | 21 | \$251,005 | 1 | \$0 | 87 | \$822,596 | 77 | \$974,974 | 10 | 13.0% | -\$152,378 | -15.6% |
| Grays Harbor | 5 | \$232,117 | 3 | \$50,030 | 7 | \$125,150 | 1 | \$250 | 43 | \$124,020 | 12 | \$32,227 | 2 | \$0 | 73 | \$563,794 | 66 | \$379,345 | 7 | 10.6% | \$184,449 | 48.6% |
| Island | 5 | \$604,379 | 2 | \$143,617 | 18 | \$720,537 | 1 | \$98,043 | 67 | \$339,827 | 17 | \$411,067 | 1 | \$0 | 111 | \$2,317,470 | 110 | \$2,238,362 | 1 | 0.9% | \$79,108 | 3.5% |
| Jefferson | 1 | \$476,244 | 1 | \$4,000 | 11 | \$844,500 | 1 | \$21,500 | 34 | \$187,549 | 7 | \$432,379 | 2 | \$0 | 57 | \$1,966,171 | 60 | \$1,751,714 | -3 | -5.0% | \$214,457 | 12.2% |
| King | 91 | \$16,401,372 | 28 | \$1,504,248 | 148 | \$13,444,408 | 30 | \$3,956,799 | 336 | \$3,766,348 | 104 | \$5,286,284 | 20 | \$0 | 757 | \$44,359,460 | 835 | \$48,602,842 | -78 | -9.3% | -\$4,243,382 | -8.7% |
| Kitsap | 17 | \$1,730,764 | 7 | \$1,020,164 | 39 | \$2,359,465 | 6 | \$609,500 | 124 | \$1,423,922 | 25 | \$844,911 | 6 | \$0 | 224 | \$7,988,726 | 213 | \$4,418,153 | 11 | 5.2% | \$3,570,573 | 80.8% |
| Lewis | 1 | \$54,900 | 2 | \$140,415 | 12 | \$99,250 | 4 | \$6,550 | 21 | \$93,929 | 7 | \$18,200 | 3 | \$0 | 50 | \$413,244 | 48 | \$747,629 | 2 | 4.2% | -\$334,385 | -44.7% |
| Mason | 6 | \$186,097 | 3 | \$71,348 | 12 | \$463,495 | 2 | \$1,800 | 34 | \$219,805 | 16 | \$98,306 | 4 | \$0 | 77 | \$1,040,851 | 76 | \$925,090 | 1 | 1.3% | \$115,760 | 12.5% |
| Pacific | 0 | \$0 | 0 | \$0 | 2 | \$60,000 | 0 | \$0 | 22 | \$124,965 | 12 | \$105,200 | 3 | \$0 | 39 | \$290,165 | 20 | \$244,019 | 19 | 95.0% | \$46,146 | 18.9% |
| Pierce | 42 | \$3,256,157 | 14 | \$449,535 | 56 | \$4,192,083 | 9 | \$344,916 | 252 | \$2,249,429 | 62 | \$1,381,424 | 21 | \$0 | 456 | \$11,873,545 | 439 | \$9,045,378 | 17 | 3.9% | \$2,828,167 | 31.3% |
| San Juan | 5 | \$1,032,676 | 1 | \$260,894 | 12 | \$474,282 | 0 | \$0 | 18 | \$342,033 | 5 | \$109,800 | 1 | \$0 | 42 | \$2,219,685 | 52 | \$4,924,564 | -10 | -19.2% | -\$2,704,879 | -54.9% |
| Skagit | 12 | \$620,339 | 3 | \$101,347 | 24 | \$1,812,082 | 4 | \$46,629 | 88 | \$826,405 | 23 | \$669,380 | 2 | \$0 | 156 | \$4,076,182 | 143 | \$6,543,145 | 13 | 9.1% | -\$2,466,962 | -37.7% |
| Skamania | 0 | \$0 | 1 | \$51,297 | 1 | \$400 | 0 | \$0 | 2 | \$400 | 0 | \$0 | 0 | \$0 | 4 | \$52,097 | 3 | \$17,995 | 1 | 33.3% | \$34,102 | 189.5% |
| Snohomish | 48 | \$3,803,842 | 9 | \$124,321 | 52 | \$6,997,058 | 6 | \$996,145 | 252 | \$2,118,459 | 46 | \$611,760 | 15 | \$0 | 428 | \$14,651,584 | 470 | \$9,907,478 | -42 | -8.9% | \$4,744,107 | 47.9% |
| Thurston | 18 | \$2,697,014 | 5 | \$118,723 | 14 | \$478,090 | 4 | \$100,700 | 95 | \$838,236 | 31 | \$796,611 | 9 | \$0 | 176 | \$5,029,374 | 175 | \$3,223,846 | 1 | 0.6% | \$1,805,527 | 56.0% |
| Wahkiakum | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 3 | \$33,800 | 5 | \$19,300 | 3 | \$0 | 11 | \$53,100 | 14 | \$42,725 | -3 | -21.4% | \$10,375 | 24.3% |
| Whatcom | 10 | \$1,542,295 | 1 | \$1,637 | 26 | \$1,523,339 | 1 | \$99,000 | 95 | \$942,132 | 27 | \$794,171 | 5 | \$0 | 165 | \$4,902,574 | 183 | \$6,447,502 | -18 | -9.8% | -\$1,544,928 | -24.0% |
| Western WA Total | 273 | \$33,297,479 | 105 | \$5,876,955 | 454 | \$34,159,250 | 78 | \$6,482,953 | 1,694 | \$15,020,679 | 530 | \$12,995,054 | 107 | \$0 | 3,241 | \$107,832,371 | 3,297 | \$106,264,890 | -56 | -1.7% | \$1,567,480 | 1.5% |
| Adams | 1 | \$30,800 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 7 | \$22,500 | 3 | \$1,300 | 0 | \$0 | 11 | \$54,600 | 15 | \$50,495 | -4 | -26.7% | \$4,105 | 8.1% |
| Asotin | 0 | \$0 | 3 | \$136,470 | 0 | \$0 | 0 | \$0 | 7 | \$67,000 | 4 | \$44,000 | 0 | \$0 | 14 | \$247,470 | 22 | \$199,150 | -8 | -36.4% | \$48,320 | 24.3% |
| Benton | 7 | \$268,014 | 4 | \$140,168 | 9 | \$263,755 | 2 | \$40,998 | 60 | \$540,519 | 23 | \$187,917 | 2 | \$0 | 107 | \$1,441,371 | 118 | \$1,332,410 | -11 | -9.3% | \$108,961 | 8.2% |
| Chelan | 9 | \$396,860 | 4 | \$345,417 | 9 | \$474,071 | 2 | \$107,550 | 28 | \$188,400 | 7 | \$103,415 | 1 | \$0 | 60 | \$1,615,713 | 77 | \$943,818 | -17 | -22.1% | \$671,895 | 71.2% |
| Columbia | 1 | \$21,995 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 3 | \$6,500 | 0 | \$0 | 0 | \$0 | 4 | \$28,495 | 3 | \$9,500 | 1 | 33.3% | \$18,995 | 199.9% |
| Douglas | 2 | \$80,000 | 0 | \$0 | 2 | \$12,875 | 0 | \$0 | 18 | \$62,965 | 3 | \$108,495 | 3 | \$0 | 28 | \$264,335 | 29 | \$442,367 | -1 | -3.4% | -\$178,032 | -40.2% |
| Ferry | 1 | \$102,519 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 1 | \$125 | 0 | \$0 | 1 | \$0 | 3 | \$102,644 | 6 | \$30,820 | -3 | -50.0% | \$71,824 | 233.0% |
| Franklin | 5 | \$135,784 | 3 | \$203,994 | 9 | \$207,700 | 3 | \$15,200 | 28 | \$145,625 | 7 | \$94,349 | 1 | \$0 | 56 | \$802,652 | 47 | \$389,939 | 9 | 19.1% | \$412,713 | 105.8% |
| Garfield | 0 | \$0 | 0 | \$0 | 1 | \$29,600 | 0 | \$0 | 2 | \$7,000 | 0 | \$0 | 0 | \$0 | 3 | \$36,600 | 1 | \$2,000 | 2 | 200.0% | \$34,600 | 1730.0% |
| Grant | 10 | \$356,316 | 0 | \$0 | 5 | \$65,015 | 1 | \$6,943 | 40 | \$243,425 | 8 | \$60,555 | 2 | \$0 | 66 | \$732,254 | 60 | \$658,688 | 6 | 10.0% | \$73,566 | 11.2% |
| Kittitas | 3 | \$161,170 | 4 | \$291,806 | 2 | \$41,000 | 1 | \$35,000 | 12 | \$69,399 | 5 | \$20,000 | 1 | \$0 | 28 | \$618,375 | 32 | \$653,523 | -4 | -12.5% | -\$35,148 | -5.4% |
| Klickitat | 0 | \$0 | 1 | \$31,877 | 0 | \$0 | 0 | \$0 | 10 | \$129,350 | 8 | \$20,700 | 0 | \$0 | 19 | \$181,927 | 13 | \$113,305 | 6 | 46.2% | \$68,622 | 60.6% |
| Lincoln | 2 | \$93,752 | 1 | \$61,985 | 2 | \$5,695 | 0 | \$0 | 7 | \$251,620 | 3 | \$10,900 | 0 | \$0 | 15 | \$423,952 | 13 | \$95,215 | 2 | 15.4% | \$328,737 | 345.3% |
| Okanogan | 2 | \$71,624 | 0 | \$0 | 5 | \$134,815 | 0 | \$0 | 13 | \$65,500 | 4 | \$54,540 | 1 | \$0 | 25 | \$326,479 | 28 | \$180,695 | -3 | -10.7% | \$145,784 | 80.7% |
| Pend Oreille | 1 | \$58,907 | 1 | \$11,939 | 2 | \$451 | 0 | \$0 | 4 | \$11,600 | 10 | \$35,454 | 0 | \$0 | 18 | \$118,351 | 14 | \$235,170 | 4 | 28.6% | -\$116,819 | -49.7% |
| Spokane | 17 | \$468,222 | 13 | \$3,553,536 | 10 | \$182,770 | 2 | \$49,200 | 116 | \$699,325 | 71 | \$580,756 | 15 | \$0 | 244 | \$5,533,808 | 204 | \$2,275,431 | 40 | 19.6% | \$3,258,377 | 143.2% |
| Stevens | 4 | \$162,158 | 1 | \$2,995 | 1 | \$40,165 | 0 | \$0 | 32 | \$146,350 | 15 | \$92,823 | 2 | \$0 | 55 | \$444,491 | 54 | \$626,186 | 1 | 1.9% | -\$181,695 | -29.0% |
| Walla Walla | 2 | \$96,220 | 1 | \$32,700 | 2 | \$950 | 0 | \$0 | 12 | \$98,345 | 3 | \$8,650 | 1 | \$0 | 21 | \$236,865 | 25 | \$136,385 | -4 | -16.0% | \$100,480 | 73.7% |
| Whitman | 0 | \$0 | 1 | \$1,799 | 0 | \$0 | 0 | \$0 | 4 | \$10,700 | 4 | \$21,525 | 1 | \$0 | 10 | \$34,024 | 11 | \$60,746 | -1 | -9.1% | -\$26,722 | -44.0% |
| Yakima | 7 | \$315,875 | 6 | \$86,125 | 8 | \$389,623 | 3 | \$193,750 | 47 | \$130,285 | 15 | \$68,850 | 3 | \$0 | 89 | \$1,184,508 | 83 | \$1,913,559 | 6 | 7.2% | -\$729,051 | -38.1% |
| Eastern WA Total | 74 | \$2,820,215 | 43 | \$4,900,811 | 67 | \$1,848,484 | 14 | \$448,641 | 451 | \$2,896,533 | 193 | \$1,514,229 | 34 | \$0 | 876 | \$14,428,914 | 855 | \$10,349,402 | 21 | 2.5% | \$4,079,512 | 39.4% |
| State Total | 347 | \$36,117,695 | 148 | \$10,777,766 | 521 | \$36,007,735 | 92 | \$6,931,594 | 2,145 | \$17,917,212 | 723 | \$14,509,283 | 141 | \$0 | 4,117 | \$122,261,285 | 4,152 | \$116,614,292 | -35 | -0.8% | \$5,646,992 | 4.8% |
| Out-of-State | 8 | \$1,195,728 | 2 | \$4,700 | 21 | \$2,294,301 | 1 | \$162,739 | 15 | \$788,205 | 16 | \$2,202,081 | 2 | \$0 | 65 | \$6,647,754 | 88 | \$12,442,684 | -23 | -26.1% | -\$5,794,930 | -46.6% |
| Grand Total | 355 | \$37,313,423 | 150 | \$10,782,466 | 542 | \$38,302,035 | 93 | \$7,094,333 | 2,160 | \$18,705,417 | 739 | \$16,711,364 | 143 | \$0 | 4,182 | \$128,909,038 | 4,240 | \$129,056,976 | -58 | -1.4% | -\$147,938 | -0.1% |

Source: Washington Department of Licensing and Washington Sea Grant Program